

Houston District Success Story

CAD Solutions, Inc.



(Cindy Ulmet-Frangullie)

In 2003, husband and wife team, Cindy and George Frangullie started CAD Solutions, Inc., a company initially created to perform CAD readings of mammograms for clinics, hospitals, and breast imaging centers. As a Regional Sales Manager for Instrumentarium, Inc., Cindy marketed CAD systems, computer aided detection for mammography, a new technology that became a standard of care very quickly. The industry wanted the CAD systems but was not financially prepared for it. Cindy recognized the gap and capitalized on it.

A friend referred her to Donna Campbell of Enterprise Bank who helped her secure a United States Small Business Administration (SBA) guaranteed loan under the SBAExpress program for working capital and for the purchase of an Icad Mammo Reader. With contacts in the medical field, Cindy was able to contract with clinics, hospitals, and breast imaging centers to perform CAD readings of mammograms. Cindy and George picked up mammograms, brought them back to their office to run them on the CAD system and delivered the readings within a 24-hour turnaround time. During this time, Cindy continued to work full time for Instrumentarium, Inc. and George managed the operation side of the business.

In 2005, Cindy decided to quit Instrumentarium and devote full time to her business. CAD Solutions, Inc. contracted with Dilon Technologies, Inc. to distribute their medical technology throughout Texas and Louisiana and became a medical equipment dealer focusing on products designed to help detect breast cancer.

A second SBA guaranteed loan under the 7(A) program was approved for the purchase of a Dilon Gamma Camera and CAD Solutions, Inc. started a mobile service to lease the new Dilon Gamma camera to various hospitals in the surrounding Houston area. George handles the mobile service, which includes delivery and setup of the equipment, ICAD service and customer support. Cindy primarily focuses on equipment

sales in her regional territory of Texas, Louisiana, Mississippi, and Alabama. When she started marketing this new equipment, she said it was difficult because the technology was new and people were unsure of it. "I thought about quitting a couple of times in the beginning because it was very challenging," said Cindy. But when doctors who used this new technology told her that they wouldn't have caught the cancer without it, she realized she couldn't quit. "That's what keeps me going, the feeling and satisfaction that I played a part in helping save a life," said Cindy.

For more information about SBA's loan programs and services, visit www.sba.gov.

Is your business successful? Would you like to be featured on our local webpage?

In our efforts to recognize the achievements of small businesses, the Houston District Office features success stories on our website. The small business success stories are selected by the district office, and represent small businesses that have received services from SBA and/or our Resource Partners.

All success stories are entered into our Washington database. Some are featured in our SBA Houston e-Newsletters and are submitted to local newspapers, associations, chambers of commerce, and community newsletters for publication.

To qualify for consideration a small business must meet the following criteria:

1. Receive assistance from SBA or a Resource Partners, i.e., SCORE and Small Business Development Centers (SBDCs)
2. Must be in business minimum of three years
3. Owner must sign Consent Form

If you would like our district office to consider your business for a small business success story, please contact our Public Information Officer at 713-773-6516 or email at Valerie.nguyen@sba.gov. Please note some small businesses may also be included in public officials' speeches.